



Department of the Army Small Business Program



2003 Acquisition Senior Leader's Conference

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FY 03/04 Army Small Business Reinvention Initiatives



- Reemphasize Small Business Program support to Army Program Managers and Program Executive Officers
- Ensure that small businesses have adequate opportunity to participate in competitive sourcing and privatization initiatives.
- Enhance communication and outreach with the small business community through aggressive E-commerce interaction.



PEO/PM Support Small Business Program Reinvention



- Annual Improvement Plan
 - Identify 3 Initiatives for added focus
 - Establish metrics
- Include your small business specialist early in acquisition planning
- Deputy PEO/PMs will be the primary small business specialist POC



PEO/PM Support Providing More Opportunities



- DODD 5000.1 states that acquisition strategies shall be structured to facilitate small businesses throughout a program's life cycle
- The revised DA PAM 70-3 "Acquisition Strategy" section will include a small business strategy paragraph.
- Support the AMC Small Business Conference in November
- Promote small business technical Conferences as a marketing strategy



Army Prime Contract Awards FY 02



	TOTAL DOLLARS	ACHIEVED	NAT'L GOAL
US Business	\$39,131		
Small Business	\$ 10,386	26.5%	23.0%
Small Disadvantaged Business	\$ 3,356	8.6%	5.0%
Women-Owned SB	\$ 1,577	4.0%	5.0%
HUBZone Small Business	\$ 888	2.3%	3.0%
Service Disabled Veteran-Owned SB	\$ 98	0.3%	3.0%

Dollars Shown in millions



Advantages of Using Small Businesses



- Reduce Schedule Risk
 - Solve technical problems
 - Commercial off the shelf technology solutions
- Reduce Costs
 - Increased competition
 - Increase supplier base
 - Greater use of commercial solutions
- Improve Performance
 - Alternative approaches
 - Using Spiral Development small businesses can improve sub-systems



Examples of Using Small Businesses



- Future Combat System
 - Small Business Strategy incorporated up front and early on in the Acquisition Strategy
 - DARPA made maximum use of the SBIR program to get the best technology solution
 - LSI conducting Technology conferences to encourage maximum small business participation
- PM Maneuver Ammunition Systems
 - 40mm Ammo program had too many contracts to manage effectively, and asked for help for FY 05
 - AMC small business office offered a solution to help organize small businesses as prime integrators



It's the Right Thing to Do!



- The small business program is NOT a subset of contracting, but another supplier and marketing resource – USE IT!
 - Consider alternate strategies that maximize small business opportunities
 - Involve your small business specialist in your acquisition strategy planning process
- * Small businesses are on the cutting edge of technological innovation and improvement



Need A Small Business Solution For Your Program?



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